

**CON 204:
INTERMEDIATE CONTRACT PRICING**

This course reinforces pricing skills covered in the Level I Contracting curriculum and further develops skills in price and cost analysis. Through team case studies, students demonstrate their ability to recognize, resolve, and provide advice on pricing issues and appropriately use price and cost analysis in developing pre-negotiation objectives.

Objectives:

Students who successfully complete this course will be able to:

- Use pricing-related market research and know the benefits of its use;
- Understand collaboration opportunities to streamline price/cost analysis efforts;
- Recognize the appropriateness of the cost/price analysis as it relates to preferred acquisition approaches;
- Realize when and how to perform various cost/price analysis techniques and how to use the results;
- Consider cash flow and analysis from the supplier and customer perspectives; and
- Understand how to use and advise on alternative contract incentives.

Who Should Attend: Students who have completed the training required for Level 1 certification.

Length: 10 class days

2006 Offerings

April 17	Washington, DC	June 19	Chicago, IL
April 24	Boston, MA	June 19	Washington, DC
May 8	Washington, DC	July 10	Washington, DC
May 15	Washington, DC	July 24	Washington, DC
June 5	Washington, DC	August 7	Washington, DC
June 5	Denver, CO	August 14	Washington, DC
June 12	Washington, DC	September 11	Washington, DC